

Message Text

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PAGE 01 KUWAIT 04160 221318Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----031210 230537Z /11

R 221153Z JUL 78
FM AMEMBASSY KUWAIT
TO AMEMBASSY ATHENS
AMEMBASSY CAIRO
AMEMBASSY BRUSSELS
USDOC WASHDC
INFO SECSTATE WASHDC 1460

UNCLAS KUWAIT 4160

ATHENS FOR RTDO

BRUSSELS FOR STATE TRADE OFFICES

COMMERCE FOR ITA/BED/CAGNE

DEPT. FOR NEA/ARP

E.O. 11652: N/A
TAGS: BTIO, KU, EG
SUBJECT: TRADE OPPORTUNITY: PRODUCTION MANAGEMENT CONTRACT
FOR KUWAITI OWNED CARPET FACTORY IN EGYPT.

1. DINO SHIRGAOKAR, MANAGER OF BALASEM GENERAL TRADING
CO. (WTDR 9/76), REQUESTED EMBASSY ASSISTANCE IN LOCATING
AN AMERICAN CARPET COMPANY WHO WOULD PROVIDE "TURN-KEY"
PRODUCTION MANAGEMENT FOR THE STARTUP TRAINING OF
PERSONNEL, AND LIMITED PRODUCTION RUN OF THEIR CARPET FAC-
TORY IN ALEXANDRIA, EGYPT.

2. THE CARPET FACTORY, INCORPORATED UNDER THE NAME OF
MIDDLE EAST CARPET COMPANY ASSOCIATED (MECCA), HAS A ONE
SHIFT CAPACITY OF 1.3 MILLION YARDS IN THREE DIFFERENT
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LINES, TUFTED, WOVEN, AND TAPESTRY. PLANT EQUIPMENT HAS BEEN
SUPPLIED BY TUFECO (U.S.A.) AND VAN DE VEEL (BELGIUM) AND IS
FULLY INSTALLED.

3. BALASEM'S PRIMARY CONCERN IS TO HAVE THE PLANT IN
PRODUCTION. THE COST OF THE MANAGEMENT SERVICES IS
NEGOTIABLE. BALASEM IS OWNED BY THE SONS OF THE LATE AMIR

OF KUWAIT AND ENJOYS AN EXCELLENT FINANCIAL/BUSINESS
REPUTATION.

4. INTERESTED AMERICAN FIRMS SHOULD CONTACT IMMEDIATELY:

DINO SHIRGAOKAR
BALASEM GENERAL TRADING CO.
P.O. BOX 1855 SAFAT
KUWAIT, KUWAIT
TEL: 442030/420420
TELEX: 2345 BALASEM
CABLE: BALASEM

5. MR. SHIRGAOKAR WILL BE IN NEW YORK ON 8 AUGUST 1978
AND MAY BE CONTACTED THERE C/O PETRACAPITAL CORP.
(A BALASEM SUBSIDIARY), 200 PARK AVE., NEW YORK, NEW YORK
TEL: (212) 867-7911, TELEX: RCA 236-055 OR ITT 427-569.

6. FOR CAIRO: SHIRGAOKAR INFORMED US THAT THEY HAD AN
AMERICAN CONSULTANT, C.M.I. OF ATLANTA, GEORGIA WHO WAS
TO HAVE SUPPLIED THE ABOVE REQUESTED PRODUCTION MANAGEMENT.
THE FIRM, ALLEGEDLY AFTER MONTHS OF DELAYING TACTICS,
LEFT ALEXANDRIA WITHOUT FULFILLING ITS OBLIGATION.
BALASEM IS NOT INTERESTED IN PURSUING THE MATTER.
HOWEVER INFORMATION ON WHY CMI ABANDONED MANAGING
THE PLANT PRESUMABLY WOULD BE OF INTEREST TO US FIRMS
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CONSIDERING OFFERING THEIR SERVICES TO BALASEM.
SUTHERLAND

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 22 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978KUWAIT04160
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780302-0879
Format: TEL
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780730/aaaaazfv.tel
Line Count: 96
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: aba18a6e-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1917675
Secure: OPEN
Status: NATIVE
Subject: TRADE OPPORTUNITY: PRODUCTION MANAGEMENT CONTRACT FOR KUWAITI OWNED CARPET FACTORY IN EGYPT.
TAGS: BTIO, KU, EG
To: ATHENS CAIRO
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/aba18a6e-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014